

MARILYN TANG

i LIVING

i Founder/Owner Certified Handling Systems

i Soroptimist International Governor of Rocky Mountain States

Marilyn Millet Tang recently marked a milestone in her business career—over thirty years as owner of Certified Handling Systems. In 1967, Marilyn was a single parent with a twelve-year-old son and no job prospects that would support her household expenses. She began working for a man who soon let her run the industrial supply business as a division of his company. After nine months he reported to her that he planned to close the division. By then, Marilyn recognized that there was potential for growth. She knew what the customers needed and had established connections to expand product lines.

Marilyn wrote a one-page proposal to buy out the inventory, accounts receivable and payable. She crafted a business plan. When traditional financing could not be obtained, Marilyn convinced her boyfriend to put his used Corvair and his life insurance policy up for collateral and was able to borrow \$5,000. She paid him back with interest within sixty days.

Marilyn established good relationships with suppliers who allowed her to pay for products as she sold them. She started in a rented building with a small office, one section of shelving for literature and one section for inventory. The company had a positive cash flow within six months. Her first-year-sales were about \$80,000. In 1991, Certified Handling Systems employed fifteen people and had sales volume over \$4,000,000.

Marilyn attributes her success to the support of family, friends, customers and other business owners. She routinely reaches out to mentor young entrepreneurs and has developed a wide network through membership in many community organizations. She is a member of National Association of Women Business Owners and is a founding member of Utah Suppliers Development Council where she serves as a consultant.

Marilyn makes time for service in Soroptimist International, a world-wide service organization for executive women. She has been President of the Salt Lake Chapter, Regional officer and is just completing her two-year term as Governor for the Rocky Mountain States. She has traveled all over the world representing Soroptimists. In that capacity she attended the 4th World Women's Conference in Beijing, China in 1995.

This independent business woman was born in Salt Lake City and raised in Ogden. Her husband, who provided original collateral, is Vice President of her company and her son has grown up with the business.

CONTACT INFORMATION:

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